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A WEEKLY NEWSPAPER
For the Feed Manufacturer, Feed Jobber
Feed Broker and Feed Dealer

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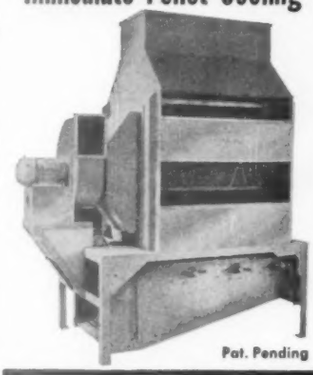

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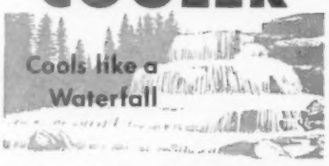

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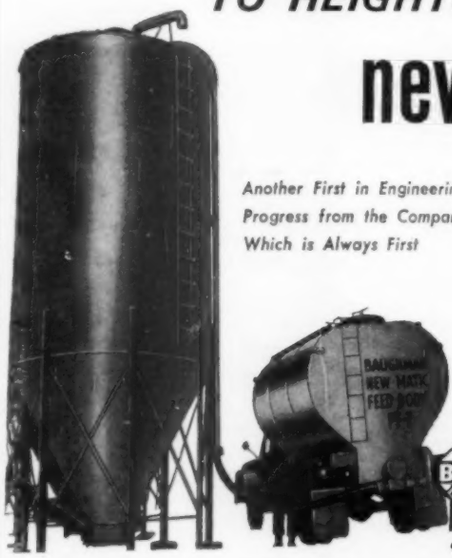

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For the Feed Manufacturer, Feed Jobber
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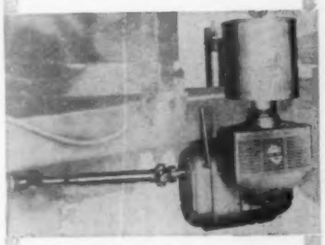

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What you should know about DOG FOOD

Whether you're in the dog food manufacturing business or have considered putting your label on a dog food, the new Dog Food Ingredient Spec Sheets published by Ralph WELLS & Co. are "must" reading. Each 8½ x 11" sheet covers in detail one of the seven major dog food ingredients manufactured by WELLS; provides full size, full color product photos . . . ingredients features . . . guaranteed and average analyses . . . ingredient breakdown . . . and shipping container data. These spec sheets set standards by which to judge the quality of all your dog food ingredient purchases. They're *FREE* . . . just write to

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Study Delmarva Broiler Feed, Chick Costs

WASHINGTON — Data compiled by the U.S. Department of Agriculture in a current study of broiler production in Delmarva, which illustrate how certain aspects of the broiler industry have changed during the past decade, were introduced recently before a House of Representatives small business subcommittee as part of the pending poultry industry inquiry.

Production efficiency—including feed utilization, mortality and the length of the growing period—has improved substantially over the years. However, this progress has been offset to some extent by a gradual decline in prices received for broilers.

Estimates of feed and chick costs shown in the accompanying table are from preliminary figures prepared by USDA for its new "farm costs and returns" series on commercial family-operated broiler farms in Delmarva. Linley E. Juers, USDA agricultural economics advisor, said these figures "are intended to apply to the typical or representative situation."

Figures from the Delmarva table show that the growing period was cut from 12.7 weeks to 9.5 weeks in 10 years. Feed conversion—pounds of feed required to produce a pound of broiler—dropped from 3.7 to 2.3 lb. in 10 years. While feed cost per pound of feed remained relatively stable, feed cost per pound of broiler meat declined from 17.8¢ in 1950 to 10.6¢ in 1960. Chick costs—both per chick and per pound (cost per chick, in cents, divided by broilers sold per 100 chicks bought times liveweight per bird sold) were significantly lower in 1960 than in 1950.

Combination of feed cost per pound of meat and chick cost per pound for each of the years from 1950 to 1960 shows a gradual decline in "total" cost—from 22.9¢ to 14¢ lb.

Mr. Juers noted that feed and chick costs are estimated to be about 9% of the direct or cash cost of broiler production and 80% of total cost, including labor, depreciation and return on investment.

Speaking of the broiler industry in general, rather than in respect to Delmarva only, Mr. Juers remarked, "While some part of the declines in broiler prices has been offset by increases in production efficiency, prices have reportedly been below the direct cash costs of production in many years. This suggests that the capacity of the industry to produce, with its improved efficiency outstrips the capacity of the market to absorb supplies except at prices that impair the incomes of broiler producers. . . . Price declines during certain years have been so large that the value of broiler production has sometimes declined from the preceding year, despite significant increases in output."

According to Mr. Juers, "the extension of credit and provision of capital which relieves the grower of the risk of capital impairment continues to be the major inducement for growers to produce broilers.

"There has been some indication of an increasing amount of intermediate term credit being extended for constructing facilities for broiler production by integrators," he said. "The principal credit classification is the 30-, 60- or 90-day credit extended for feed and other production factors."

N.C. Firm Renews Oyster Shell Request

RALEIGH, N.C. — A request for permission to convert Albemarle Sound oyster shells into a product for poultry has been renewed by the North Carolina Shell Products Corp. of Elizabeth City. State permission to allow dredging up of centuries old deposits of shell is being sought.

The company has had the request in for three years, but it was renewed recently with the State Department of Conservation and Development when it was reported that the Bay Towing & Dredging Co., Mobile, Ala., has also been making overtures for permission for dredging rights.

State Sen. Elton Aydlett of Pasquotank said the sound could become a "gold mine" if the rights are granted. Hargrove Bowles, director of the conservation and development department, indicated that the committee will seek funds for a survey of the Sound to study the possible effects of dredging on fish and wildlife conservation.

Cost of Feed and Broiler Chicks per Pound of Live Weight Produced, Preliminary Estimates, Delmarva, 1950-60

Year	Age loaded out	Mortality	Feed* conversion	Feed cost per lb. of feed	Feed cost per lb. of meat	Liveweight per bird	Chick cost† each	Chick cost† per lb.	Total cost‡ per lb.: feed & chick	Broiler prices**
	wks.	%	lb.	cents	cents	lb.	cents	cents	cents	cents
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1950	12.7	8.5	3.7	4.8	17.8	3.2	15.0	5.1	22.9	26.1
1951	11.7	6.4	3.4	5.2	17.7	3.1	15.8	5.4	23.1	27.1
1952	11.0	10.0	3.4	5.5	18.7	3.1	15.4	5.5	24.2	28.4
1953	10.7	7.0	3.2	5.1	16.3	3.1	15.8	5.5	21.8	26.3
1954	10.4	8.8	3.1	5.2	16.1	3.1	14.9	5.2	21.3	22.5
1955	10.1	6.2	2.8	4.8	13.4	3.1	14.7	5.1	18.5	25.8
1956	10.0	5.0	2.6	4.9	12.7	3.3	14.2	4.5	17.2	20.0
1957	9.9	4.0	2.4	4.6	11.0	3.4	12.1	3.7	14.7	19.3
1958	9.9	4.5	2.4	5.0	12.0	3.5	13.1	3.9	15.9	19.0
1959	9.5	3.5	2.3	4.8	11.0	3.6	9.9	2.8	13.8	17.0
1960	9.5	5.5	2.3	4.6	10.6	3.7	11.8	3.4	14.0	17.6

*Pounds feed to produce one pound of broiler.

†Cost per pound = $\frac{\text{Cost per chick, cents}}{\text{(broilers sold per 100 chicks bought) X (liveweight per bird sold)}}$

‡Column (5) plus Column (8).

**Annual average of weekly prices at Delmarva.

SALES EXECUTIVES GROUP MEETS—The executive committee of the Sales Executives Council of the American Feed Manufacturers Assn. held its third annual meeting in Chicago recently. The meeting preceded the council's marketing seminar (Feedstuffs, Sept. 23), which was attended by over 230 feed sales and marketing executives. Seated around the table from left to right are: Paul Cory, Moorman Mfg. Co. (newly-elected chairman); Ed Reynolds, Central Soya; Bob Waite, Dannen Mills; Robert Johnson, Albers Milling Co. (substituting for G. A. Ensminger); W. F. Schafenacker, Kent Feeds; Dale Smith, Western Farmers Assn.; Marshall Backus, Cooperative G.L.F. Exchange; Bob Miller, Beacon Milling Co.; Bill Diamond, AFMA; Ed Glennon, AFMA; Bob Emmons, Wirthmore Feeds; Darrell Runke, Supersweet Feeds; Al Fuller, Nutrena Mills; Laton (Red) Henderson, Doughboy Industries; Wes Ballmann, Burrus Feed Mills; Earl Mitchell (newly elected vice chairman), Alabama Flour Mills; Davis Smith, Flint River Mills; E. J. Slevin, General Mills; M. R. Eighmy, Gooch Milling & Elevator Co.; Henry Crutchfield, The Quaker Oats Co.; and E. D. Griffin (retired), Allied Mills, Inc.

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A WEEKLY NEWSPAPER
For the Feed Manufacturer, Feed Jobber, Feed Broker and Feed Dealer

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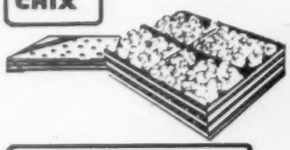

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